

Montgomery's Mission Trip to China

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where are we heading?

1. Shanghai
(Pudong)
2. Xi'an
3. Benxi or
Beijing





Shanghai

Maryland China Center

- 1st US center in China
- Located in Marriott at a premier business, dining and shopping district
- Facilitates investments and trade between MD and China

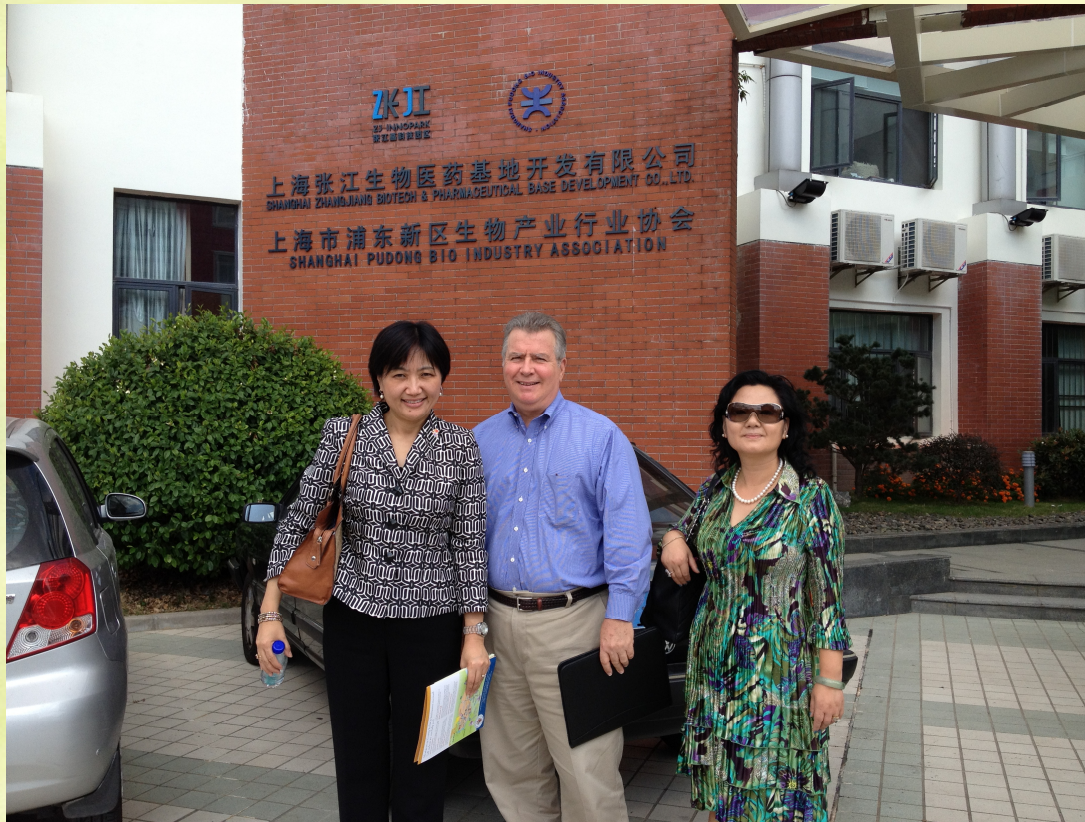


**meeting with Pudong Foreign Affairs Office
at Maryland Center China**

Pudong-- a global financial and high-tech epicenter

1. Population--5 million
2. An economic engine for Shanghai:
 - 25% of total GDP
 - 50% of foreign trade
 - 30% of foreign investment
 - 70% of overseas returnees
3. A high-tech and new economy hub and a financial center
4. MOU with Montgomery in 2008





Zhangjiang Biotech & Pharmaceutical Base

“Drug Valley”

(in Pudong)



Shanghai's public transit



maglev



metro





The Bund

The Oriental Pearl TV Tower

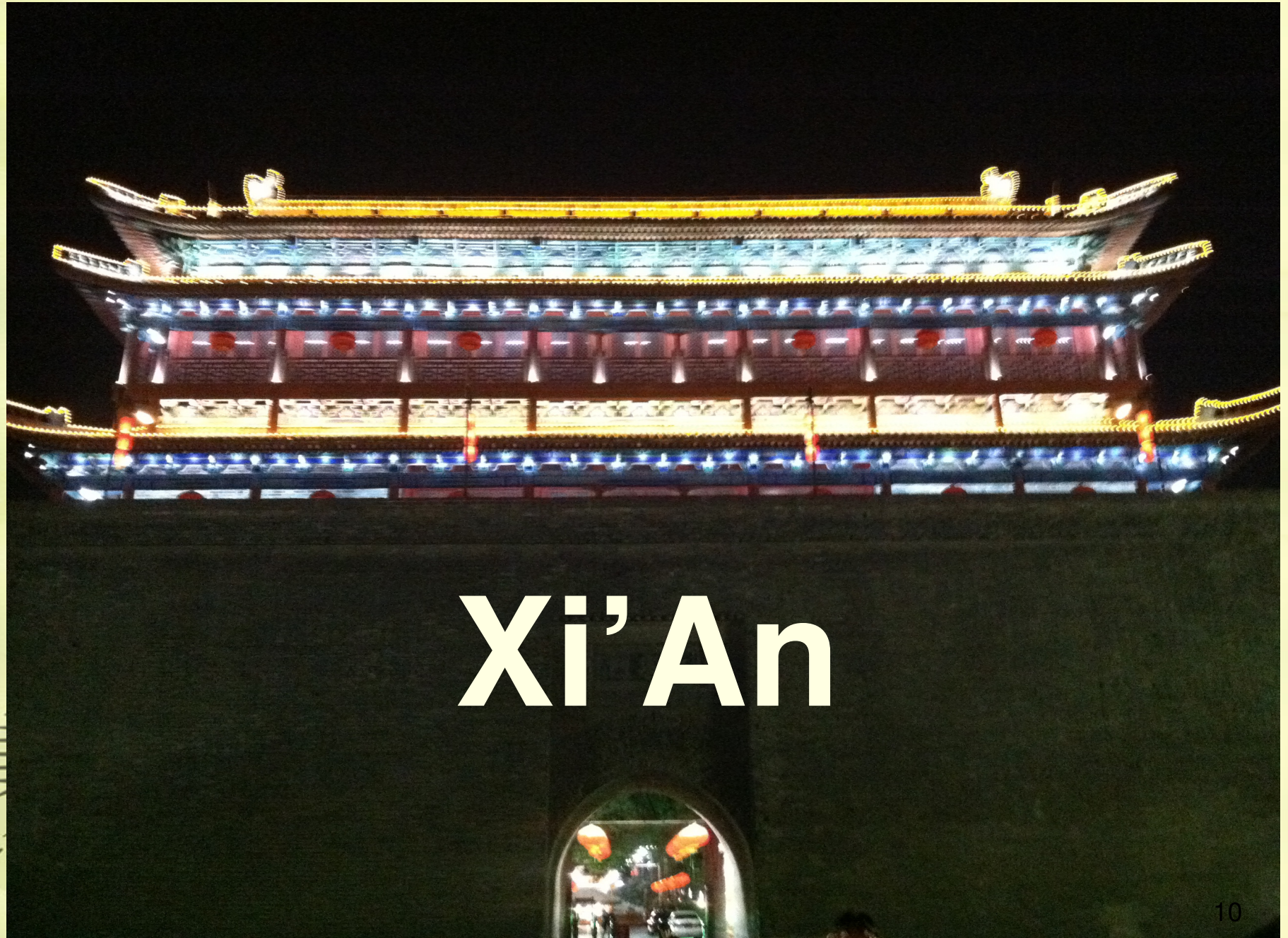




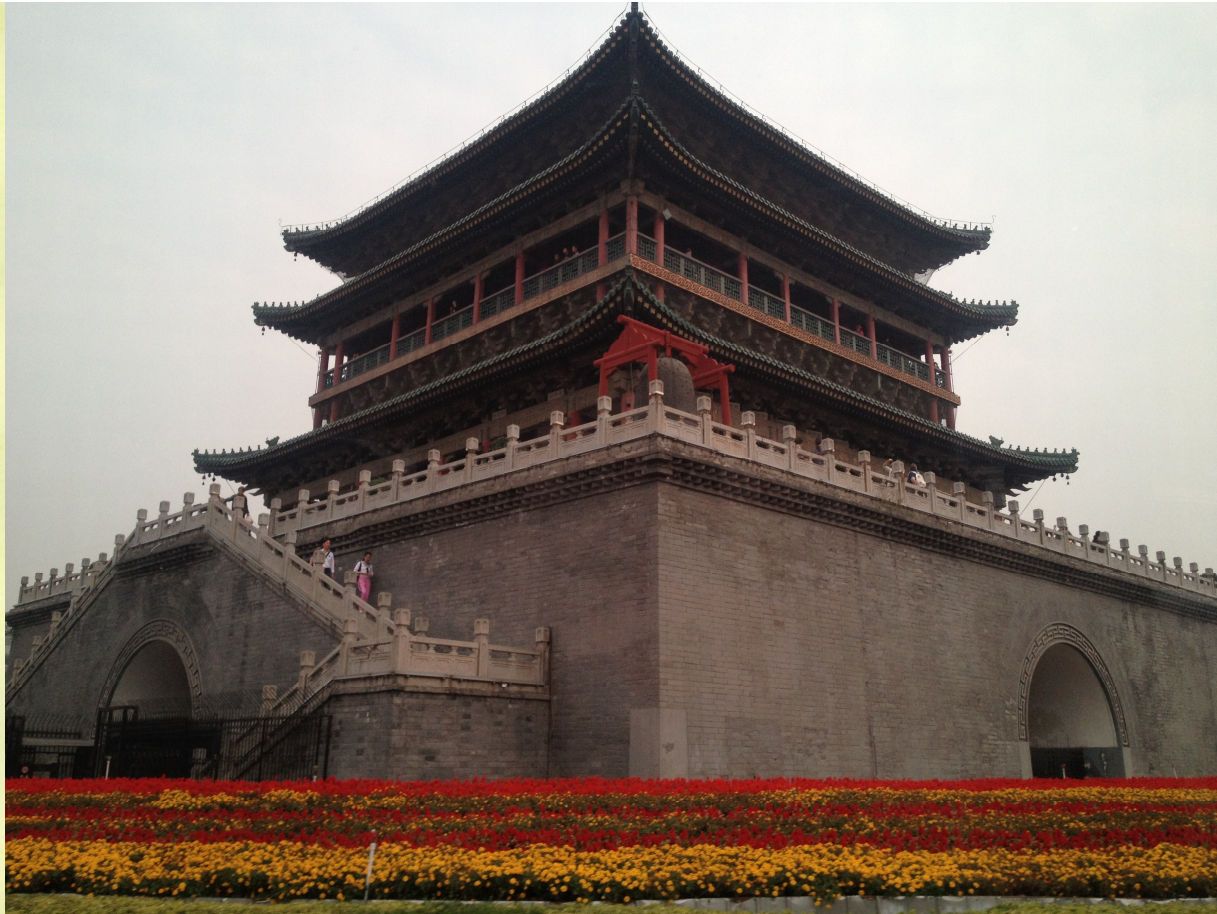
Pudong/Shanghai activities and partnerships:

1. County Executive's Reception for local businesses and delegation members.
2. 1:1 business match-making.
3. Fund managers' roundtable.
4. Visit to Zhangjiang High-tech Park and "Drug Valley."
5. Expansion of MOU with Pudong.
6. Can be a premier partner in life sciences in China for MoCo in attracting Chinese funds and R&D partnerships.





Xi'An



The Bell
Tower

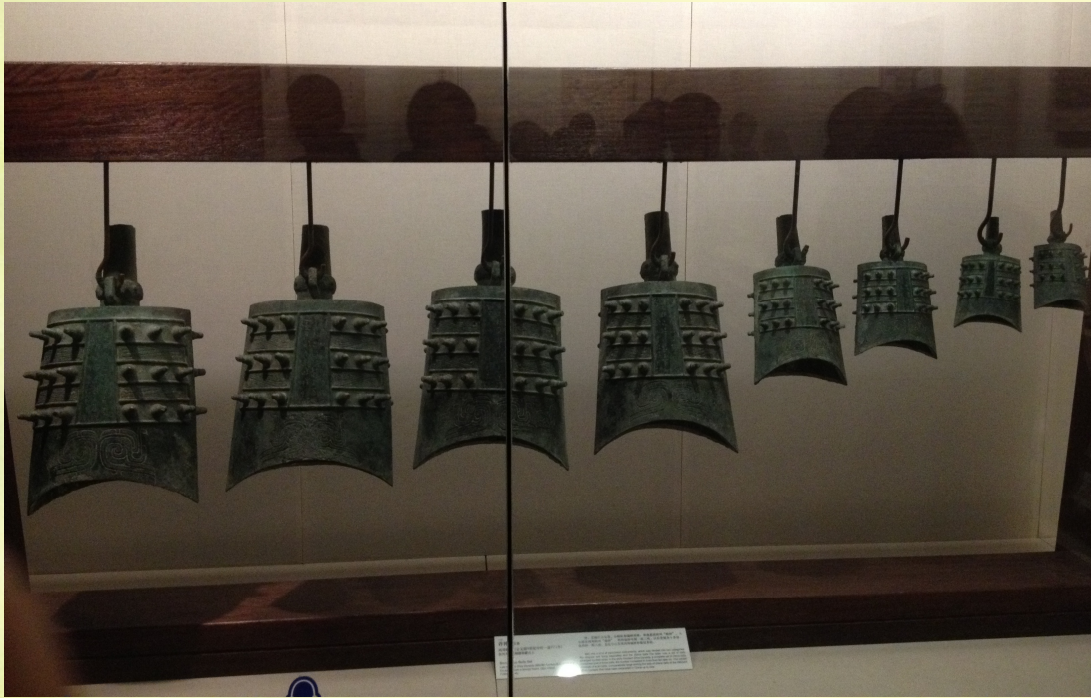


the “most Chinese” city:

- ancient capital of 13 dynasties
- over 3,000 years of civilization



the terra cotta warriors



a blend of old and new





Xi'an Muslim street



The Shaanxi Museum

modern Xi'an

1. 3rd in concentration of colleges and students in China with 102 total higher ed institutions (50 public and 52 private).
2. 3rd in comprehensive scientific and technological strength in China next to Beijing and Shanghai.
3. An “International Metropolis”--its key industries include aviation, aerospace, software, electronics, communicating equipments, and biopharmaceutical, etc.

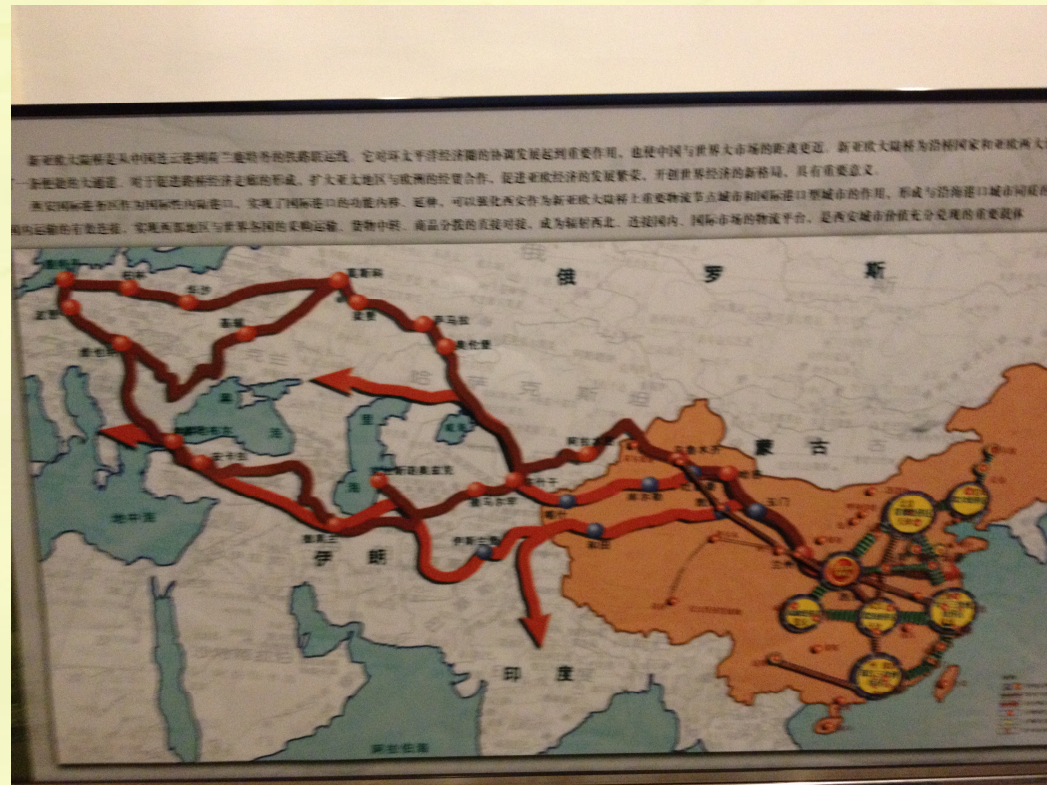


**Montgomery County's Sister School in China—
Xi'an No. 1 Middle School** (equivalent to U.S. high schools)-Established in 1947, is one of the top schools in the Northwestern region.



Xi'an International Trade and Logistics Park

1. a free trade zone to be China's largest inland port and the Northwestern region logistics hub.
2. will help close the gap with the more-developed eastern coastal regions.



Xi'an High-Tech Industries Development Zone

- Growing from 3.7 sq km to 307 sq km in just 10 years.
- 17 national-level industrial parks for 23 business startup parks.
- 16,800 companies registered inside the zone.
- **average 16 new companies registered daily.**
- Samsung has announced its plan to invest in a \$7 billion microchip plant.
- **Home to one-stop government services--XHTZ has put all government service centers on one floor to expedite services.**



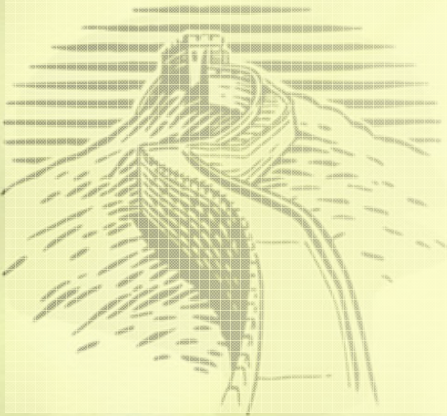
中国西安市与美国蒙哥马利郡友好交流与合作关系备忘录签字仪式

SIGNING CEREMONY OF THE MOU ON DEVELOPING FRIENDLY EXCHANGES AND COOPERATION BETWEEN XI'AN, CHINA AND MONTGOMERY COUNTY, THE USA



the Xi'an business advantages

1. Available and affordable educated workforce.
2. Lower costs of doing business (2/3 of coastal regions) due to coal and energy production.
3. Dramatic growth of market demand.
4. Easy access due to infrastructure upgrades:
 - 39 daily flights from Shanghai to Xi'an;
 - 9 expressways connecting to other cities;
 - a hub for information expressway.
 - In the heart of “the middle kingdom” (China)



Xi'an Activities and Highlights:

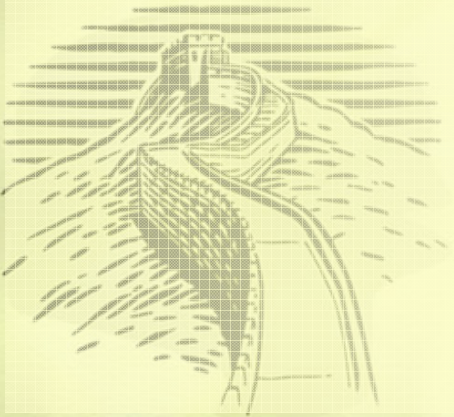
- Sister school between Winston Churchill and Xi'an No. 1 Middle School and partnership with Northwest University
- Friendship Exchange Cities Agreement signing (pre-requisite to sister cities)
- Highlights of visits:
 - Xi'an International Trade and Logistics Port
 - Xi'an Hi-tech Industries Development Zone
 - Government officials
 - Educational institutions
 - Terra Cotta warriors, Shaanxi Museum, Bell Tower, City Wall, and the Muslim Street, etc.



Benxi

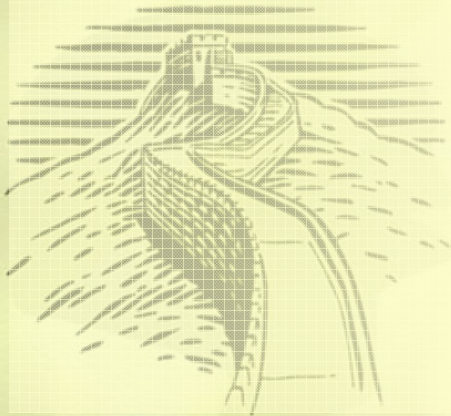
Benxi, Liaoning Province

1. China Northeastern Hometown Association
2. Capital of iron, steel and maple leaves
3. A little over one million residents but quickly expanding
4. China Medicine Capital under development
5. a key player in the revitalization of Northeast China

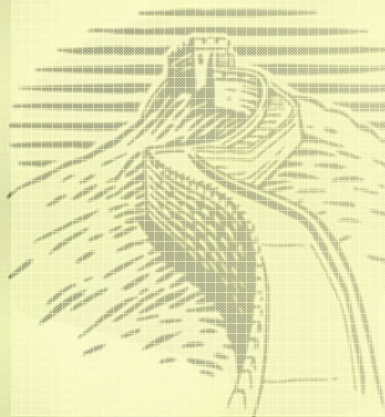




Benxi water cave

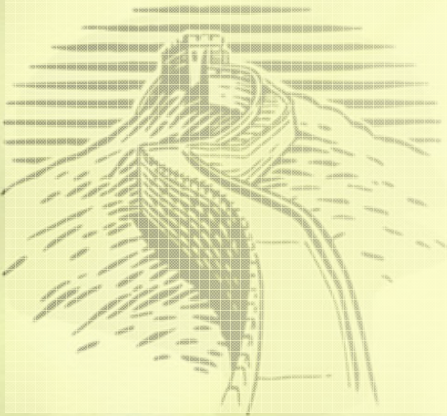


China Medicine Capital

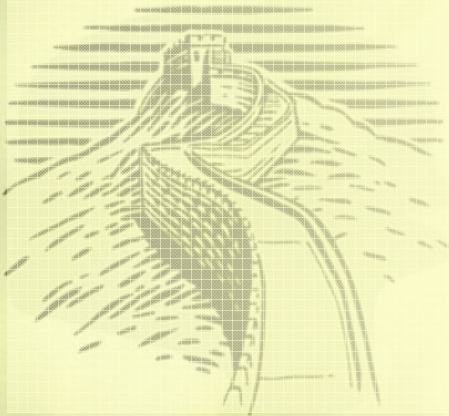


China Medicine Capital—a whole new city

1. A medical city, health city and innovation city between Shengyang and Benxi
2. 5-10 year plan, \$16 billion (US) investment to build a world-class city and the biggest national bio-pharmaceutical science & technology industry base.
3. A new city with one million people, 6 medical universities, and 3 science and health related parks
4. Emphasis on biological vaccine, genetic engineering, diagnosis reagent and medicine for serious diseases.
5. Designated medical capital by incoming Chinese Premier Mr. Li Keqiang.



China Medicine Capital (partial modeling)



Highlights and Opportunities in Benxi

- Huge appetite for technological assistance and partnerships
- A brand new city with a whole R&D eco-system being developed
- A very nimble and progressive local leadership
- Poised to be a major R&D center in Northeast corridor
- Visits:
 - Benxi Water Cave, Water Tower, and Maple Leaves
 - Shengyang—capital of Liaoning Province
 - China Medical University
 - Others to be determined

ExportMD Program

- Maximum \$10,000 one-time reimbursement on qualified export expenses for which receipted copies are submitted, along with other pro-forma documents
 - \$2 reimbursement for every \$3 spent on qualifying expenses
 - Applicable only to qualified and pre-approved international airfare, ground travel, meal, hotel, event registration, freight forwarding, translation and U.S. Department of Commerce International Trade Administration expenses
- Access to support from up to two DBED foreign offices, as well
- Applicants are reviewed on a bi-monthly basis by independent review committee, with round deadlines of February 1, April 1, June 1, August 1, October 1 and December 1
- Companies can win once every two years
- Will not cover past expenses, those beyond maximum six month scope or ones not outlined in Section 2 of Application Form
- In order to qualify, companies must be in Good Standing with Maryland Department of Assessments and Taxation
 - And to be eligible for cost reimbursement component, companies must (1) be at least one year old, (2) be profitable and (3) not exceed the employee number or annual sales figure “small business” criteria as set by U.S. Small Business Administration (as determined by industry)